

The manufacturers' real problem is not to get the dealer to stock his goods, but to induce the consumer to buy them.

If from ten to twenty people were to go to a dealer and ask for your goods, that dealer would send a rush order to you or to his jobber.

If you approach the dealer who has had no demand for the goods, he will turn a deaf ear to your story. It will cost you much more to get him to stock the goods by sending persuasive traveling men to argue with him than it would to bring the demand upon him through the consumer.

If you want the solid, substantial people of this country to ask for your goods and insist on having them, advertise their merits in **THE LADIES' HOME JOURNAL** and **THE SATURDAY EVENING POST**. The former publication has over 1,000,000 paid circulation, and the latter—the leading weekly magazine—over 700,000. A small percentage of the patronage of this great army would keep your factories humming from one year's end to the other.

THE CURTIS PUBLISHING COMPANY

PHILADELPHIA

NEW YORK BOSTON CHICAGO

BRUMMITT TRIAL BEGINS.

Eleven Jurors Are Selected in Vienna Murder Case.

REPUBLIC SPECIAL.

Vienna, Ill., Jan. 4.—Another day was spent in the Circuit Court in selecting a jury to try Mr. and Mrs. Walter Brummitt on the charge of killing St. M. McCall at West Vienna, May 4, 1901. Six jurors were accepted today, making a even number.

St. M. McCall was a merchant at West Vienna and owner of a farm upon which the Brummitts had lived to a few days previous to the crime.

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RAILROADS PROPOSES TO UNIFY INTERSTATE LINES

Senator Newlands Introduces Resolution Providing for Commission to Frame a National Incorporation Act.

Washington, Jan. 4.—Senator Newlands today introduced in the Senate a joint resolution providing for a commission with instructions to frame and report to Congress a national incorporation act for the construction and consolidation of railroads employed in interstate commerce.

The action proposed by the resolution, the Senator says, has nothing to do with the recent suggestions of Commissioner Garfield, which, he said, simply covered the question of licenses to manufacturing corporations engaged in interstate commerce.

His purpose, he said, is to unify and simplify the railroad systems of the country, to place such systems under national control, to make the laws fixed and certain, and to make division certain, so that hereafter any railroad engaged in interstate commerce will be subject to a uniform system of general and special classes and the fixing of rates for freight and for the revision of such classifications and rates. For the reasonable and just exercise of such power, he said, it is necessary that such power shall be exercised in a way to yield such uniformity of action as to be a permanent basis for the future.

For the imposition of a percentage tax on the net income of all such corporations in lieu of taxes on property, stocks and bonds and in lieu of all taxes on the bonds and stocks of such corporations, he said, it is necessary that such power shall be exercised in a way to yield such uniformity of action as to be a permanent basis for the future.

Under the act of Congress in 1890 providing for the construction of the Northern Pacific Railroad, the Northern Pacific Telegraph Company and operate the telegraph line built by the railroad along its right of way, was reversed and remanded yesterday by the Federal Court of Appeals.

The verdict secured by the Federal Government in the United States Circuit Court in the Northern Pacific case, requiring the Northern Pacific Railroad to annul its contract with the Western Union Telegraph Company and operate the telegraph line built by the railroad along its right of way, was reversed and remanded yesterday by the Federal Court of Appeals.

The Government secured a favorable verdict and the Western Union appealed the case on the grounds that they were not inhabitants of the district in which the case was tried.

MONSTER MEETING PLANNED.
Two Thousand Expected to Attend Young People's Gathering.

AN UNUSUAL DISPLAY OF DIAMOND JEWELRY

THE remarkable growth and progress of this house is reflected in this superb showing of diamond jewelry! Never before have we shown so many new and exquisite styles—a lavish assortment that cannot fail to win your instant admiration.

The prices in every instance are the very lowest consistent with the quality offered.

We urge your inspection of this display

Hess & Culbertson
JEWELRY COMPANY.
Cor. Sixth and Locust Sts.

TWO NEW MEMBERS IN TERMINAL BOARD.

George Evans Succeeds M. H. Smith and C. S. Clarke Takes the Place Held by Russell Harding.

At the regular meeting of the directors of the Terminal Association yesterday M. H. Smith, president of the Louisville and Nashville Railroad Company, resigned as a member of the board, and George Evans, recently elected vice president of that company, was elected to succeed him.

C. S. Clarke, vice president of the Missouri Pacific, was elected a member of the board and of the Executive Committee, succeeding Russell Harding.

President McChesney submitted a report on the operation of the property during the year just closed, and many resolutions were passed upon. Practically all of the interests in the association were represented.

NETWORK OF LINES PLANNED BY WABASH.

Plans of the Wabash this year include the construction of branch lines in Western and Southwestern Pennsylvania and Ohio, which will cost several million dollars, and add to the Gould lines vast facilities for increasing the freight tonnage. The new lines will give the road a continuous network of tracks between Pittsburgh, Cleveland, Toledo, Salem, Canton and Wheeling. The intention of the Gould management is to link together every tonnage-producing center in Eastern Ohio and Western Pennsylvania and Ohio, and to give the road a continuous network of tracks between Pittsburgh, Cleveland, Toledo, Salem, Canton and Wheeling.

AMERICAN CREDITORS WIN IN MEXICAN RAILWAY CASE.

REPUBLIC SPECIAL.
Mexico, Jan. 4.—A judgment was signed today in the case of Colonel J. A. Robertson against the old Gulf Railroad, which has been fought in the courts here for the last eight years.

The decision was in Robertson's favor and the Central Mexican, the present owner of the old Gulf Railroad, will be obliged to pay the claims of the American creditors.

The claims involve large sums, and there are many American creditors who will be benefited by the decision.

DELANO LEAVES BURLINGTON.

Humor is that Frank E. Ward of Great Northern Will Succeed Him.

Chicago, Jan. 4.—Frederick A. Delano, for nearly four years general manager of the Burlington lines east of the Missouri River, has resigned effective January 10.

It has not been announced who will succeed Mr. Delano, but it is rumored that Frank E. Ward, now general manager of the Great Northern, will be given the position.

RAILROAD EARNINGS.

REPUBLIC SPECIAL.
New York, Jan. 4.—Railroad earnings reported today:

Interstate and Rio Grande—Fourth week in December \$42,600; increase \$4,700; month \$172,200; increase \$12,500. From July 1 \$1,974,000; increase \$100,000.

Washington Central—Fourth week in December \$1,000; increase \$1,000; month \$4,000; increase \$1,000. From July 1 \$1,000; increase \$1,000.

St. Louis and San Francisco—Fourth week in December \$1,000; increase \$1,000; month \$4,000; increase \$1,000. From July 1 \$1,000; increase \$1,000.

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Alteration Sale

We have leased the entire building at our present location and are now remodeling the upper floors for a saleroom for Women's Shoes. We have long needed this extra room, and when alterations are completed we will have the most modern shop in the United States for Retailing Shoes. While our store front is torn out we will offer the following reductions:

Women's Shoes.

Women's All Patent Street Shoes, \$7.50; cut to \$6.25
Women's Patent Leather Louis XV Heel Shoes, \$7.00; cut to \$5.75
Women's Patent Leather and Kid Shoes (all lines), \$5.00; cut to \$4.95
Women's Patent Leather and Kid Shoes (all lines), \$5.00; cut to \$4.45
Women's Patent Leather and Kid Shoes (all lines), \$4.00; cut to \$3.45
Women's Patent Leather and Kid Shoes (all lines), \$3.50; cut to \$3.15

This cut in price of Women's Shoes includes every pair of Shoes and Slippers in the house.

Men's Shoes.

Men's All-Patent Bluchers, \$8.00; cut to \$6.75
Men's Patent Double Sole Shoes, \$7.00; cut to \$5.75
Men's Patent and Calf Double Sole Shoes, \$6.00; cut to \$4.95
Men's Patent and Calf Double Sole Shoes, \$5.50; cut to \$4.75
Men's Patent and Calf Double Sole Shoes, \$5.00; cut to \$4.45
Men's Patent and Calf Double Sole Shoes, \$4.00; cut to \$3.45
Men's Patent and Calf Double Sole Shoes, \$3.50; cut to \$3.15

This cut in price of Men's Shoes includes every pair of Double Sole Shoes in the house.

HANAN & BAKER,
610 OLIVE ST.

HOTELS.

THE BUCKINGHAM
KING'S HIGHWAY AND FOREST PARK.

The Select, Modern, Fireproof and Most Elaborately Furnished Hotel in St. Louis.

Rates, \$4 to \$5 per day; no charge for extra person in room. Special rates for permanent guests. When you come to St. Louis, stop at The Buckingham. Patronage highest class. Reached by all car lines. The Buckingham is headquarters for all select banquets, breakfast and dinner parties. This is the most popular hotel in St. Louis, and would recommend that you make reservations at your earliest convenience.

Florida East Coast Hotel Company
SEASON 1904-5

POULE DE LEON - Opens January 10th
HOTEL ALCAZAR - Now Open
HOTEL ORMOND - Opens January 10th
HOTEL PUNICIANA - Opens January 14th
HOTEL PALM - Opens January 10th
THE COLONIAL, Nassau, N. Y., Opens January 10th

Reservations of rooms, railway tickets, parlor and sleeping car space and reservations on steamers to Nassau, Key West and Havana may be secured by addressing or calling at 243 FIFTH AVENUE, NEW YORK 133 ADAMS STREET, CHICAGO

FALL AND WINTER RESORTS.

PINE FOREST INN
SUMMERVILLE, S. C.

High-class hotel, strictly in the Pine. No undesirable mixtures. Excellent food. Fine hunting. Excellent drives. Best saddle and harness shop. Write for new booklet to The Pine Forest Inn Co., Summerville, S. C.

BREAKING OF DROUGHT HELPS CROP PROSPECTS.

While Wheat in Some States Has Suffered From Exposure, the Outlook Is Good.

Washington, Jan. 4.—The Weather Bureau's monthly crop report is as follows:

The severe and protracted drought prevailing in October and November continued during the greater part of December in the Ohio Valley but was generally relieved by rain and snow during the last week.

The greater part of the winter wheat belt was protected by snow covering most of the month, but was exposed during the cold period in the latter part of the month. The crops of the previous month are now being protected by a general improvement being indicated in all parts of the Ohio Valley.

A better improvement in the condition of winter wheat is generally reported throughout the Middle Atlantic States.

In Central and Northern California the condition of winter wheat is excellent, and while the recent regime of drought and Washington has suffered from lack of moisture, the outlook for wheat in parts of these States is encouraging.

Coroner Holds Hollinger.

REPUBLIC SPECIAL.
Mount Vernon, Ill., Jan. 4.—The death of John Campbell of Belle River, which occurred yesterday at the Central Hotel, was caused by the Coroner's jury to have been found by Perry Hollinger striking him on the head with a heavy stool, and crushing his skull. Hollinger was placed in jail.

Can't Do It
Heart affections will not get well of themselves; neither do they remain inactive. If the cause is not removed, they continue to grow in number and severity. There are the organs of exhausted nerve force, and the heart cannot stop to rest, as do the other organs, but must continue to struggle until it is completely disabled, and—that's the end.

On the very first indication of heart trouble, you can stop all progress and effect a cure by the use of

AUCTIONEERS.
A. A. SELKIRK & CO.,
AUCTION AND STORAGE.

Regular sales every Saturday at warehouse and general office, 184-185-187 Chestnut avenue, in residence a specialty. Phone: Kinloch C. 107.

S. WESTERN SALVAGE & WRECKING AGENCY
TO-DAY at 10 a. m. we will sell AT PUBLIC AUCTION

At Our Salesrooms, 1005 and 1007 Washington Ave., St. Louis, Mo.

By Order of the Fire Underwriters, The Salvage of the CONTINENTAL GLASS MFG. CO. MANUFACTURERS OF GLASSWARE

Consisting of 2,000 BARRELS OF GLASSWARE, In Tumblers, Jelly, Tea and Beer Glasses, Nappies, Compotes, Plates, Oval Bowls, Pitchers, Tea Sets, Lamp Glasses, Jars, All in Original Package and Perfect Condition.

At the same time we will sell the salvage of the Pullman Palace Car Co.'s Supply House, ST. LOUIS, MO.

Consisting of 850 Cases Finest Table Delicacies, In Canned Fruits, Vegetables, Meats, Sardines, etc., and a large quantity of Bed Sheets, Towels, Table Cloths, SAMUEL GANS, Manager.

WESTERN SALVAGE WRECKING AGENCY.
1005 and 1007 Washington avenue, handlers of Fire and Marine Salvage. Watch for special notices. SAMUEL GANS, Manager.

AMUSEMENTS.

GARRICK
The New

MISS ADA REHAN
"THE KIDNAPING OF THE STORK"

THE ROYAL CHEF.
Sun and West Main. All Shows Reserved. Next Show Begins THIS Morning.

CENTURY—Evenings 8:15
GRACE VAN
STUDDIFORD
in RED FEATHER.

Regular Mat. Saturday.

Beginning Sunday night, seats now on sale
LAWRENCE O'RSAY
THE EARL OF PAWTUCKET

OLYMPIC MANSFIELD
To-Night—The "Parisian Romance."

Friday night—The "Parisian Romance." Saturday night—The "Parisian Romance." Sunday night—The "Parisian Romance."

Beginning Sunday night, seats now on sale
SAM BERNARD
THE GIRL FROM KAY'S

With the original cast, including KATHLEEN WILSON, etc.
NEXT SEATS THIS DAY.

COLUMBIA
Sixth and St. Charles Sts.

ALL THIS WEEK AND NEXT SUNDAY. Beginning Sunday night, seats now on sale.

Beginning Sunday night, seats now on sale
TANQUAY
THE GIRL FROM KAY'S

With the original cast, including KATHLEEN WILSON, etc.
NEXT SEATS THIS DAY.

GRAND
25c and 50c
TANQUAY
THE GIRL FROM KAY'S

With the original cast, including KATHLEEN WILSON, etc.
NEXT SEATS THIS DAY.

HAVLIN'S
The Heater House
See the New Shows for Little Money

25c Mat. Tuesday, Thursday, Saturday
25c Mat. LISH HOUSE
TO-DAY AT 12. BY THE SEA. It Grand. Sun. Mat. Wedded and Parted.

IMPERIAL
To-Night—The "Parisian Romance." Best Seats 50c
TENTH AND PINE.

ODEON Stock
25c 50c
No Higher. 25c Mat. To-Day—The "Parisian Romance."

1000 Seats at 25c Every Night.

NOW OPEN.
HAGENBECK'S Circus.
Leavenworth Ave. and Olive St. DAILY FROM 1 P. M. TO 10 P. M. Admission 25c. Children 15c.

THE GREAT EAST AND WEST LINE
ACROSS THE ENTIRE STATES OF TEXAS AND LOUISIANA

NO TROUBLE TO ANSWER QUESTIONS. New Dining Cars (meals at Texas). Write for Low Rates. New Look on Cars. P. O. Box 100, St. Louis, Mo. Agent, Dallas, Texas.

Cooks, Waitresses, Etc.,
Locally secured through Republic Want Ads.
14 words, or less, 10c. Any longer will take your ad.

WAGONER UNDERTAKING CO.
1117 OLIVE ST.
Day or Night.

MISSOURI CRYPTIC ASSOCIATION
Under room 40 Granite bldg. Cremonese, Mo.

LAFAYETTE PARK UNDERTAKING CO.
ST. LOUIS, MO.
Tel. 234, 235.

Sold Throughout the World
A Highball made of CASCADE WHISKY has a flavor of its own. The reason lies in the scrupulous care with which this whisky is made, from the selection of the choicest grain to the final stage of bottling—when well matured.

GEO. A. DICKEL & CO. Distillers
Nashville, Tenn.
DAVID NICHOLSON, Distributor.